

An Energy Efficiency Workshop & Exposition

Palm Springs, California

AN ESPC PARTNERSHIP THE NAVY REGION SOUTHWEST AND NORESCO

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Project Perspective

- CA Energy Crisis At Peak Summer
 2000
- Limited Funding For Energy Projects
- Fast Paced Approach Required
- Maximize Alternate Funding Sources
- Contract Vehicle DoE Super ESPC
- NORESCO Selected as ESPC Partner in

Project Details

- Delivery Order No. 1 Proposal
 Submitted and Approved Within 3
 Months
 - > 3 Metro Area Bases
 - > HID Lighting Replacement
 - > \$2 Million Investment
 - \$300k Utility Incentive Secured





3 Additional Delivery Orders Proposed and Approved within 9 Months

- > 3 Metro Bases and NAS Fallon
- HID Lighting, Skylights, Daylighting Controls, Chiller Replacements, DDC/EMS Upgrades, HVAC Retrofits, Microturbines, Irrigation System Installation, Compressed Air System Upgrades, 30 kW Rooftop Photovoltaic System and 750 kW PV Covered Parking Structure
- > \$20 Million Investment
- > \$3.6 Million in CA Grants Secured

Results

- □\$2.2 Million Annual Savings
- \$22.2 Million in Energy Infrastructure Upgrades
- □\$8.4 Million in Incentives From Various Sources
- Approximately 3,000 kW Monthly PeakDemand Reduction
- □74,000 kgal of Annual Water Savings



Keys to Success

- Strong Partnership Theme
- Effective Communications
- Interactive and Flexible Approach by All Parties to Streamline Time to DO Award
- Teamwork Between NORESCO, NRSW, NAVFACCO, NFESC, and DoE

2002 Lighting Retrofits - Pre and Post







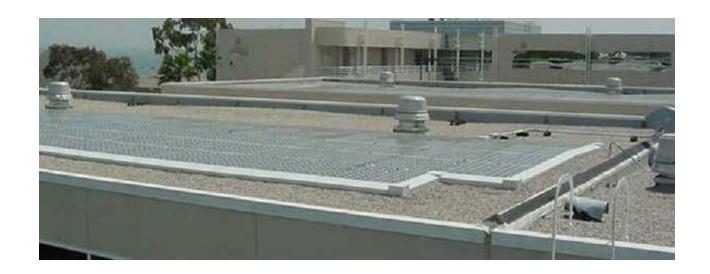
Skylights In Progress and Complete







2002 30 kW Rooftop PV System





Microturbines

